



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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SEPTEMBER 1989 FINDS COMMERCIAL HEAT TREATERS' SALES OFF 1.5% FROM SEPTEMBER 1988

September 1989 billings for the Metal Treating Industry reached \$46.7 million compared to \$47.4 million for September 1988.

For the first three quarters of 1989 the industry has recorded \$432.5 million in sales. This is 3.6% more than the same period in 1988 when sales totaled \$417.5 million.

Only four out of nine MTI districts outdid September 1988. At the end of the third quarter six districts are ahead of 1988.

A summary of percentage change by geographic regions follows:

	District	Sep 89 vs. Sep 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	- 0.9	0.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 8.2	3.4
3	South Central (W.PA-OH-IN-KY)	3.2	6.5
4	Michigan	0.4	4.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 8.4	5.5
6	North Central (IL-WI-MN-MO-IA)	5.3	4.8
7	Pacific Coast (CA-AZ-ORE-WASH)	6.8	8.6
8	Southwest (TX-OK-AR-CO-LA-UT)	- 7.7	- 5.3
9	Canada	-19.1	- 3.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1989

BILLINGS FOR MONTH

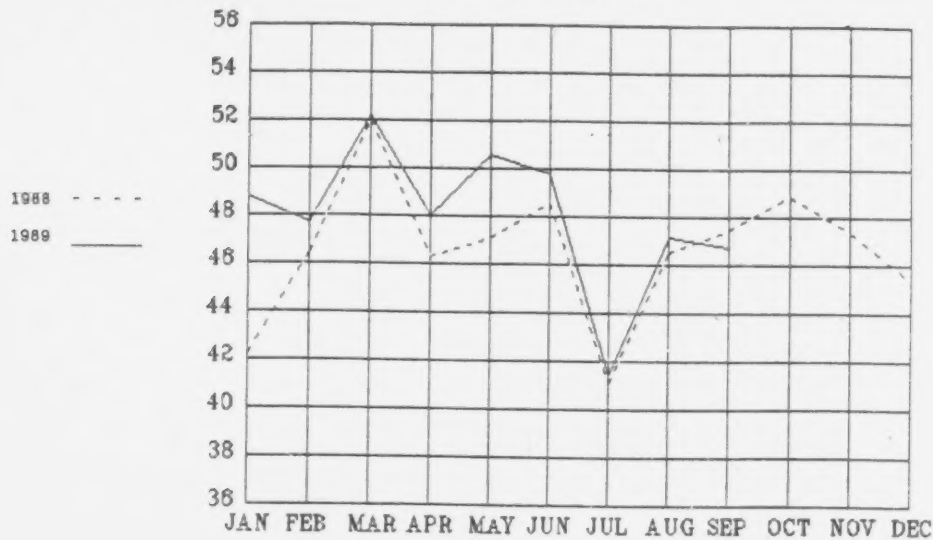
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	47432.9	46738.5	- 1.5	100.0	100.0
Dist. 1	16	3125.4	3098.0	- 0.9	6.6	6.6
Dist. 2	26	4866.9	4465.8	- 8.2	10.3	9.6
Dist. 3	38	7723.3	7967.9	3.2	16.3	17.0
Dist. 4	24	6196.1	6221.1	0.4	13.1	13.3
Dist. 5	18	2902.6	2660.1	- 8.4	6.1	5.7
Dist. 6	33	8769.2	9238.2	5.3	18.5	19.8
Dist. 7	27	5971.1	6376.8	6.8	12.6	13.6
Dist. 8	18	2968.7	2739.7	- 7.7	6.3	5.9
Dist. 9	14	4909.5	3970.9	-19.1	10.4	8.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	417533.7	432470.1	3.6	100.0	100.0
Dist. 1	28527.7	28513.8	0.0	6.8	6.6
Dist. 2	41248.6	42648.2	3.4	9.9	9.9
Dist. 3	68259.2	72708.4	6.5	16.3	16.8
Dist. 4	55668.4	57959.8	4.1	13.3	13.4
Dist. 5	24164.2	23493.5	5.5	5.8	5.9
Dist. 6	78515.4	82275.9	4.8	18.8	19.0
Dist. 7	54207.5	58878.4	8.6	13.0	13.6
Dist. 8	26703.7	25297.0	- 5.3	6.4	5.8
Dist. 9	40238.8	38694.8	- 3.8	9.6	8.9

MILLIONS

NATIONAL BILLINGS



Gain or Loss

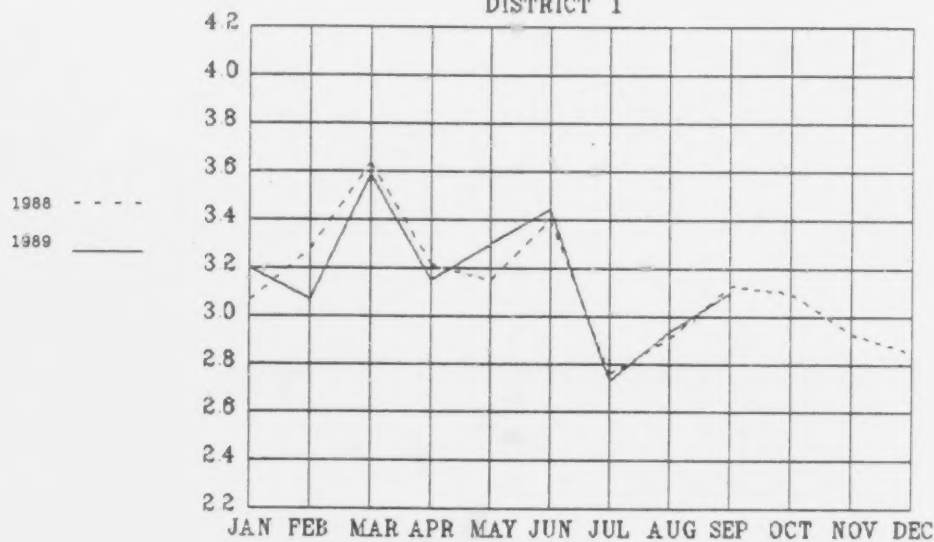
Monthly

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
15.7	2.8	0.3	3.7	7.5	2.6	1.0	1.5	-1.5			
15.7	8.9	5.7	5.2	5.7	5.1	4.6	4.2	3.6			

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1

Gain or Loss

Monthly

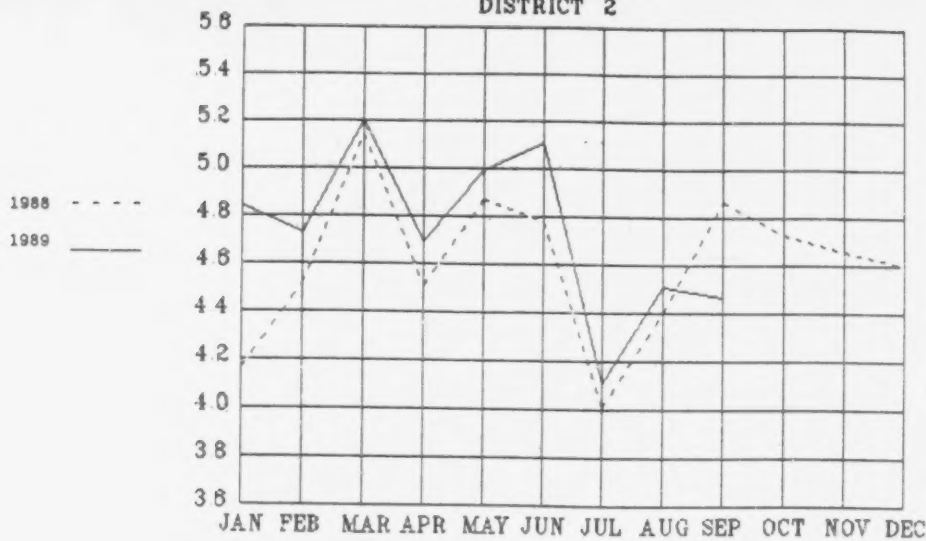
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1	-0.9			
4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1	0.0			

MILLIONS

N.Y.-N.J.-EPA.-MD.
DISTRICT 2

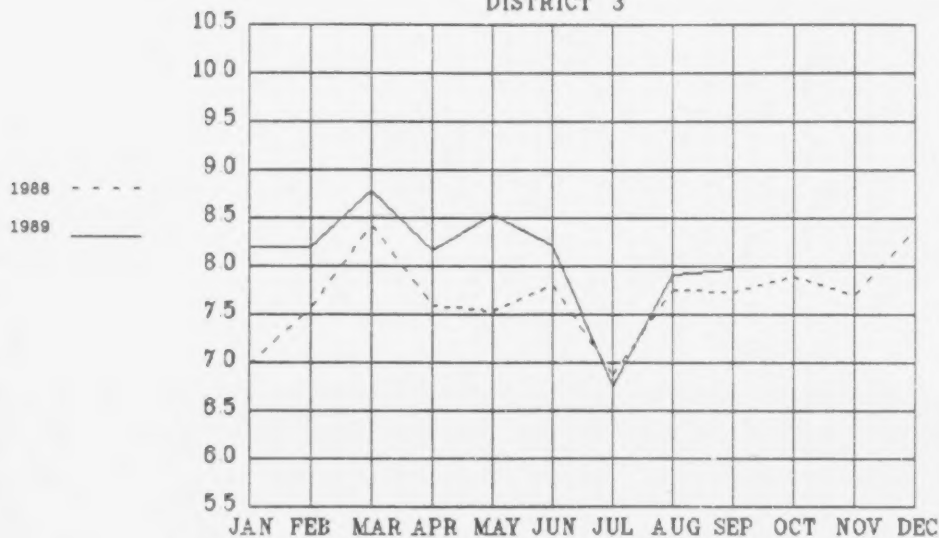


Gain or Loss Monthly
% Change Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
16.3	4.8	1.2	4.1	2.5	6.9	2.5	2.4	-8.2			
16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9	3.4			

MILLIONS

W PA.-OHIO-IND.-KY
DISTRICT 3



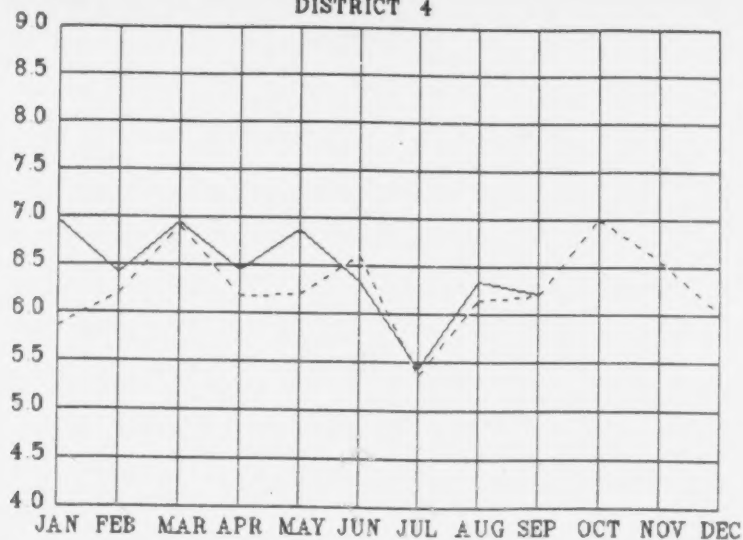
Gain or Loss Monthly
% Change Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
17.5	8.3	4.1	7.5	13.3	5.3	-1.8	2.0	3.2			
17.5	12.7	9.6	9.0	9.9	9.1	7.7	6.9	6.5			

MILLIONS

MICHIGAN
DISTRICT 4

1988 - - - -
1989 - - - -



Gain or Loss

Monthly

% Change

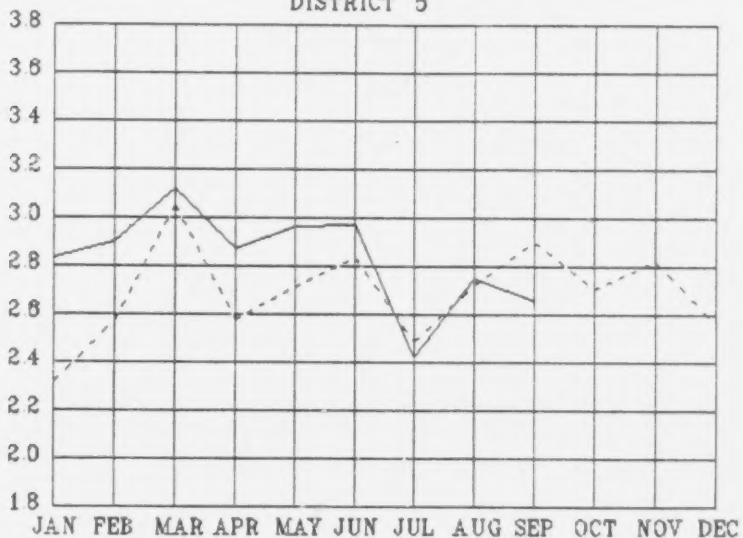
Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0	0.4			
19.1	11.0	7.2	6.5	7.3	5.3	4.3	4.6	4.1			

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5

1988 - - - -
1989 - - - -



Gain or Loss

Monthly

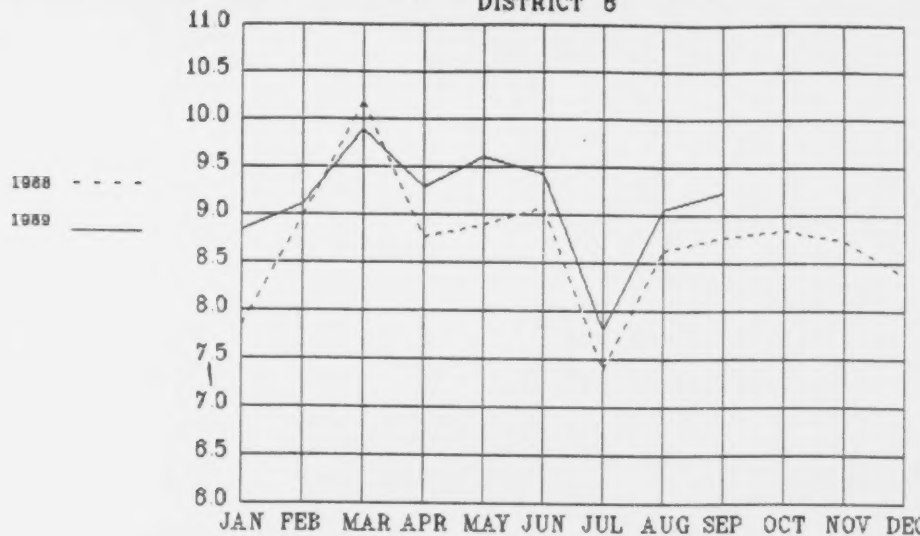
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2	-8.4			
22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4	5.5			

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



Gain or Loss

Monthly

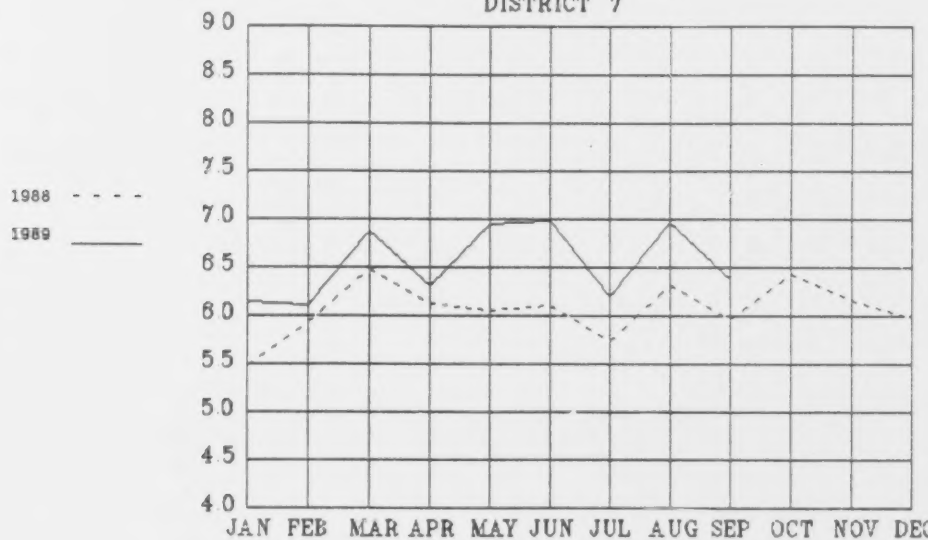
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1	5.3			
12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7	4.8			

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



Gain or Loss

Monthly

% Change

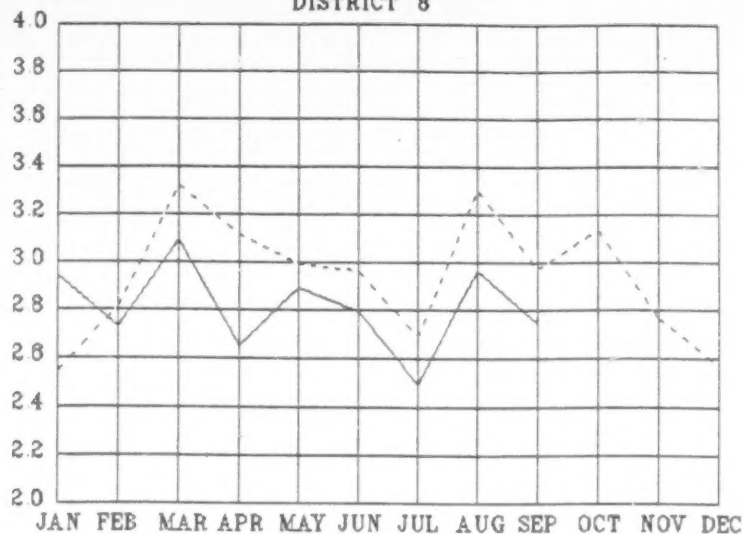
Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9	6.8			
11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8	8.6			

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8

1988 - - - -
1989 - - - -



Gain or Loss

Monthly

% Change

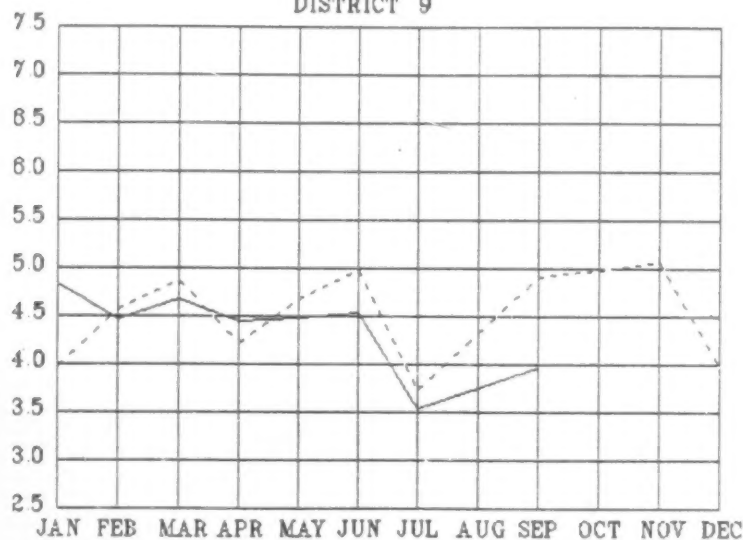
Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1	-7.7			
15.8	5.9	0.9	-3.2	-3.3	-3.7	-4.1	-5.0	-5.3			

MILLIONS

CANADA
DISTRICT 9

1988 - - - -
1989 - - - -



Gain or Loss

Monthly

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6	-13.1	-19.1			
22.0	9.1	4.3	4.6	2.8	0.6	-0.1	-1.7	-3.8			